



Bankers' Index

AN ANALYSIS OF ARIZONA COMMUNITY BANKS





The Bankers' Index is published by the Arizona office of Moss Adams. For more information on the data presented in this report, contact **Rebecca Radell, Senior Manager,** at **(209) 955-6136**.

Arizona

PHOENIX

8800 East Raintree, Suite 210
Scottsdale, AZ 85260
(480) 444-3424

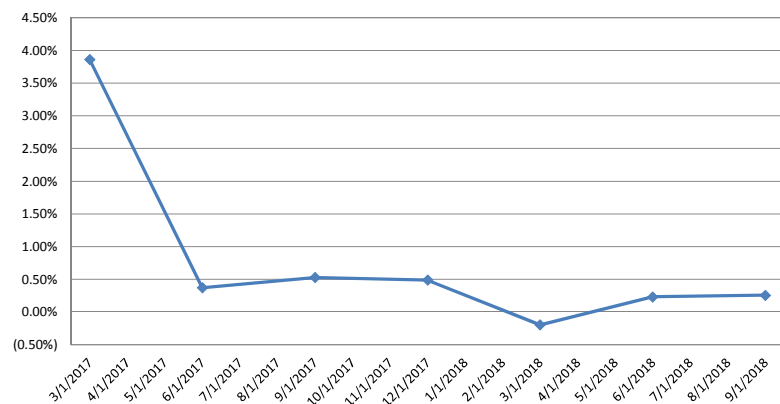
ASSET SIZE DEFINITION

Group A	\$0-\$250 million
Group B	\$251 million-\$500 million
Group C	\$501 million-\$1 billion
Group D	Over \$1 billion

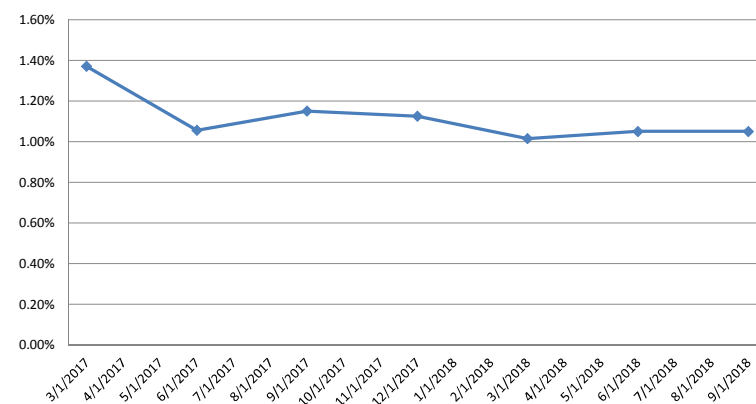
Performance Analysis

Summary Trends of Historical Asset Group Averages: Return on Average Assets

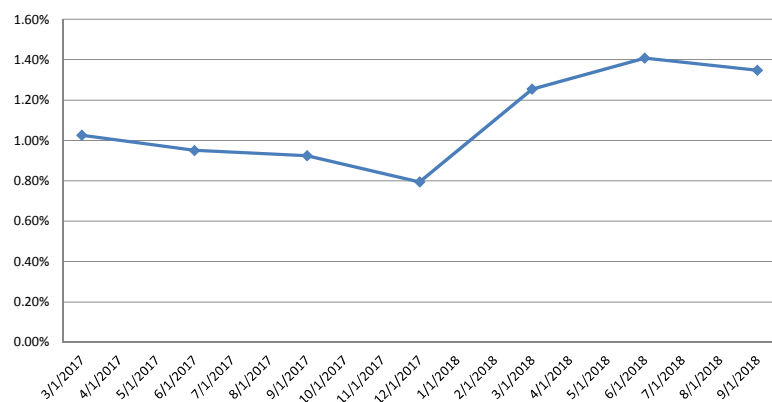
Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



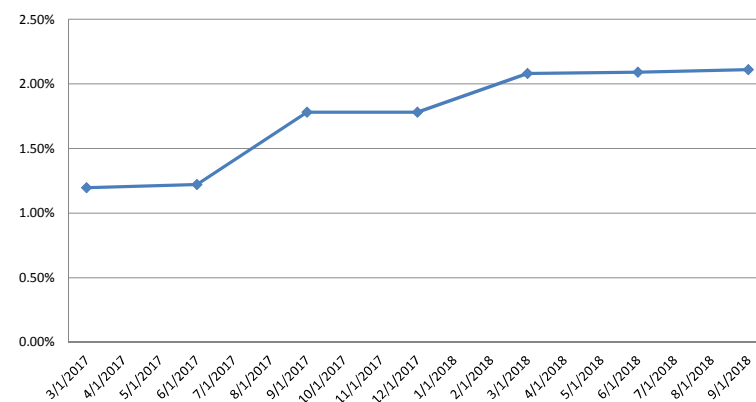
Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



Asset Group D - \$1 to \$10 billion in Total Assets
Year-to-Date



Source: SNL Financial

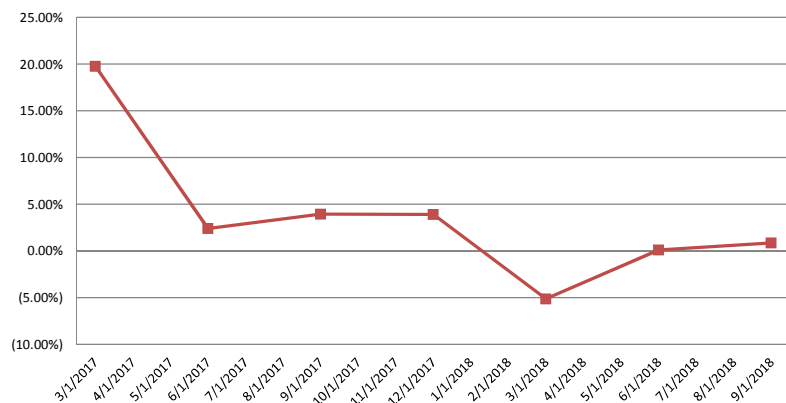
Note: Report includes only bank-level data.

NA = data was not available.

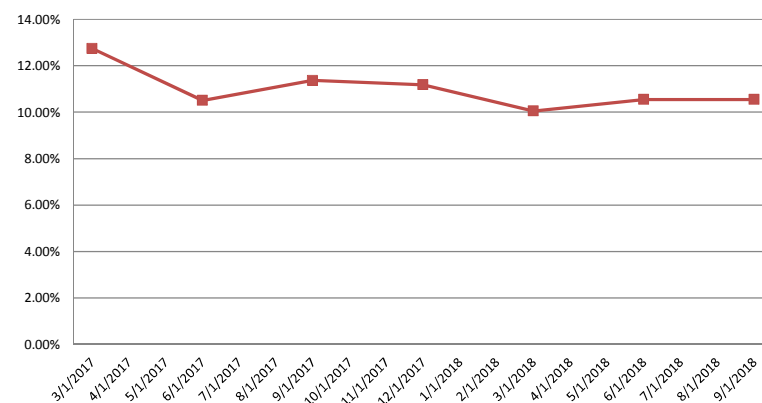
NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Return on Average Equity

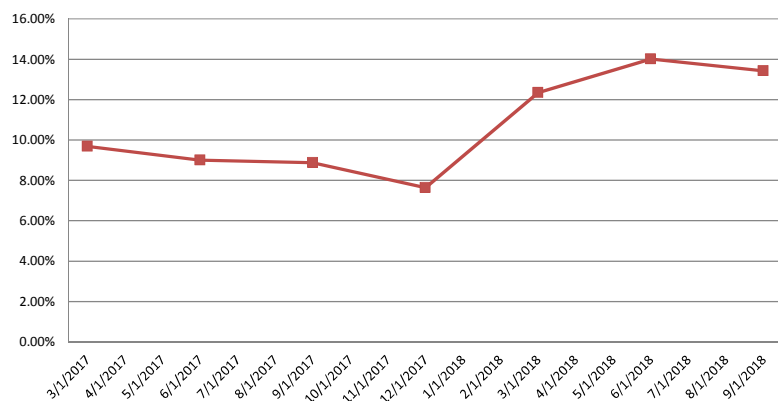
Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



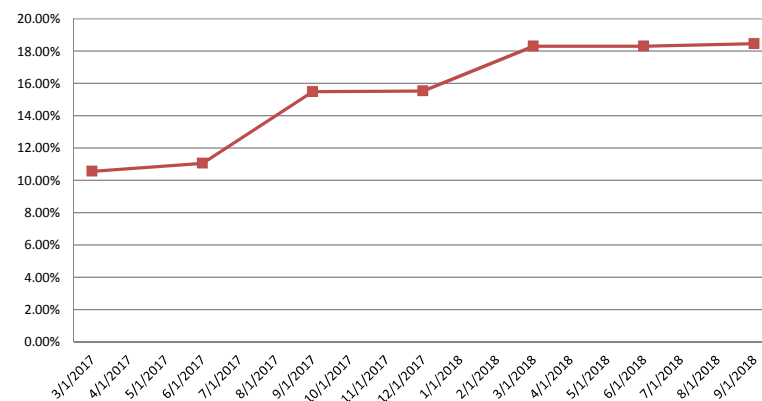
Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



Asset Group D - \$1 billion and over in Total Assets
Year-to-Date



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Performance Analysis

September 30, 2018

Run Date: November 5, 2018

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Asset Group A - \$0 to \$250 million in total assets												
	West Valley National Bank	\$58,123	(\$145)	(1.00%)	(11.18%)	119.08%	\$90	(\$580)	(1.43%)	(15.53%)	127.12%	\$97
	Canyon Community Bank, National Association	\$93,819	(\$236)	(1.00%)	(8.15%)	137.51%	\$71	(\$615)	(0.85%)	(6.92%)	133.79%	\$68
	Republic Bank of Arizona	\$111,689	\$172	0.60%	4.74%	79.20%	\$106	\$781	0.90%	7.33%	73.96%	\$102
	Mission Bank	\$113,889	\$253	0.88%	10.62%	72.25%	\$66	\$609	0.74%	8.58%	76.61%	\$67
	Gateway Commercial Bank	\$118,592	\$344	1.11%	8.65%	55.60%	\$92	\$986	1.07%	8.35%	56.96%	\$90
	Goldwater Bank, N.A.	\$157,989	\$63	0.16%	2.30%	99.46%	\$97	(\$1,325)	(1.12%)	(15.91%)	103.24%	\$95
	Metro Phoenix Bank	\$187,677	\$817	1.71%	11.05%	55.19%	\$101	\$2,374	1.72%	11.00%	56.67%	\$108
	Commerce Bank of Arizona, Inc.	\$207,913	\$404	0.78%	6.93%	95.82%	\$128	\$1,516	1.02%	8.87%	83.70%	\$100
	Pinnacle Bank	\$222,453	(\$209)	(0.38%)	(3.24%)	94.52%	\$91	\$388	0.25%	2.02%	86.45%	\$89
	Average of Asset Group A	\$141,349	\$163	0.32%	2.41%	89.85%	\$94	\$459	0.26%	0.87%	88.72%	\$91
Asset Group B - \$251 to \$500 million in total assets												
	Horizon Community Bank	\$288,547	\$562	0.78%	8.59%	77.10%	\$95	\$1,600	0.76%	8.22%	78.18%	\$91
	1st Bank Yuma	\$316,013	\$1,073	1.33%	12.48%	71.15%	\$91	\$3,260	1.34%	12.87%	65.97%	\$89
	Average of Asset Group B	\$302,280	\$818	1.06%	10.54%	74.13%	\$93	\$2,430	1.05%	10.55%	72.08%	\$90
Asset Group C - \$501 million to \$1 billion in total assets												
	Mohave State Bank	\$642,902	\$2,408	1.50%	14.30%	57.86%	\$87	\$6,582	1.38%	13.23%	58.67%	\$88
	Arizona Bank & Trust	\$650,032	\$2,660	1.63%	16.30%	60.02%	\$113	\$8,387	1.74%	17.37%	60.04%	\$118
	BNC National Bank	\$989,688	\$1,425	0.58%	6.18%	83.47%	\$75	\$6,736	0.92%	9.69%	81.36%	\$78
	Average of Asset Group C	\$760,874	\$2,164	1.24%	12.26%	67.12%	\$91	\$7,235	1.35%	13.43%	66.69%	\$95
Asset Group D - \$1 billion and over in total assets												
	Western Alliance Bank	\$22,181,231	\$116,098	2.15%	18.76%	41.94%	\$142	\$331,864	2.11%	18.46%	40.70%	\$138
	Regional Average	\$22,181,231	\$116,098	2.15%	18.76%	41.94%	\$142	\$331,864	2.11%	18.46%	40.70%	\$138

Source: SNL Financial

Note: Report includes only bank-level data.

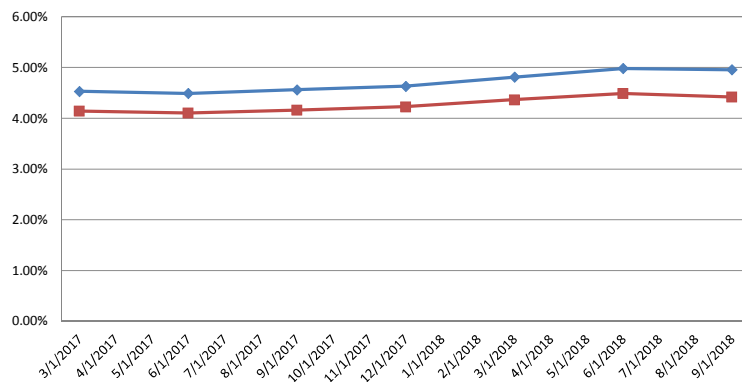
NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

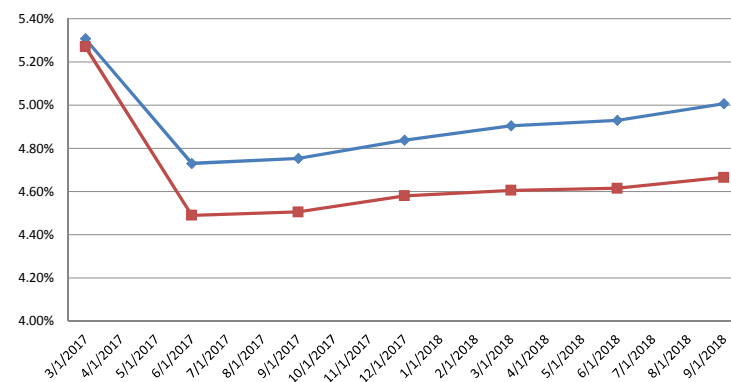
Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)

Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



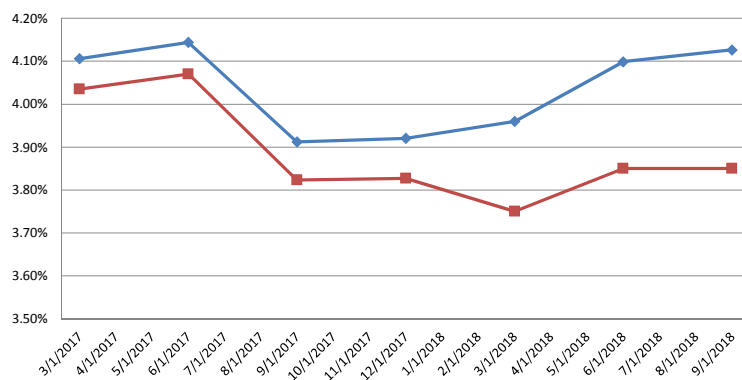
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.53%	4.49%	4.56%	4.63%	4.81%	4.98%	4.95%
Net Interest Margin (FTE)	4.14%	4.10%	4.16%	4.22%	4.36%	4.49%	4.42%

Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



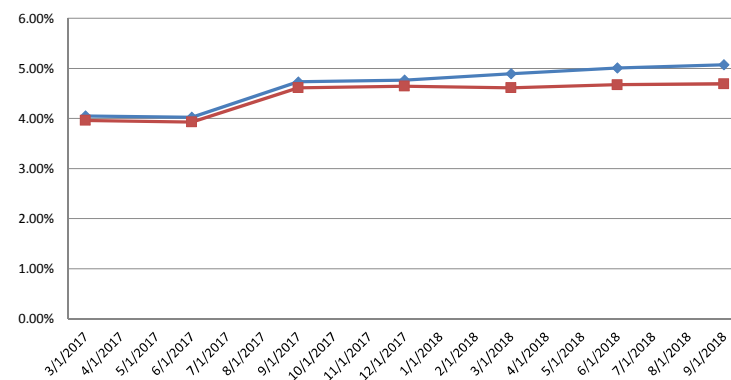
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	5.31%	4.73%	4.75%	4.84%	4.90%	4.93%	5.01%
Net Interest Margin (FTE)	5.27%	4.49%	4.51%	4.58%	4.61%	4.62%	4.67%

Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.11%	4.14%	3.91%	3.92%	3.96%	4.10%	4.13%
Net Interest Margin (FTE)	4.04%	4.07%	3.82%	3.83%	3.75%	3.85%	3.85%

Asset Group D - Over \$1 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.05%	4.02%	4.73%	4.76%	4.89%	5.01%	5.07%
Net Interest Margin (FTE)	3.96%	3.93%	4.61%	4.64%	4.61%	4.67%	4.69%

Source: SNL Financial

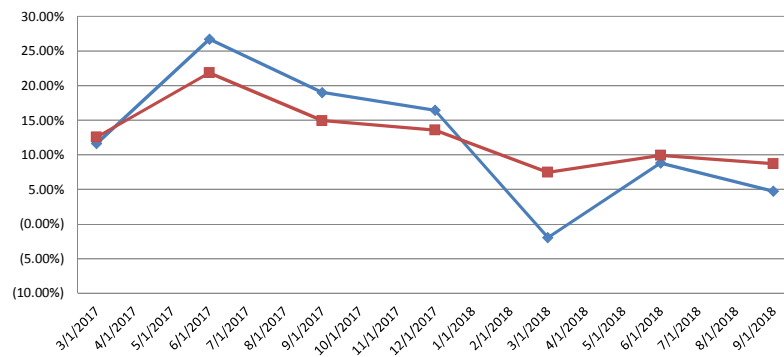
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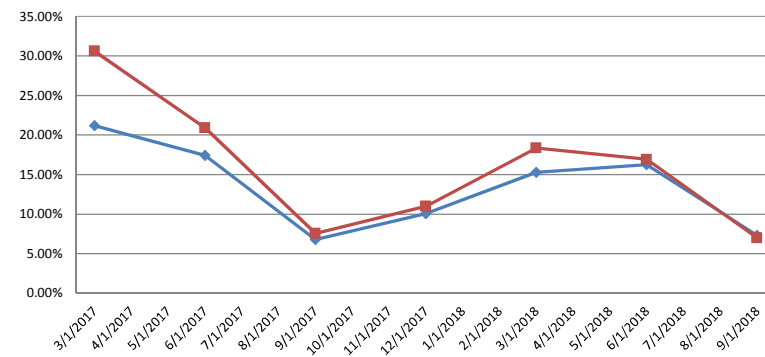
Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate

Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



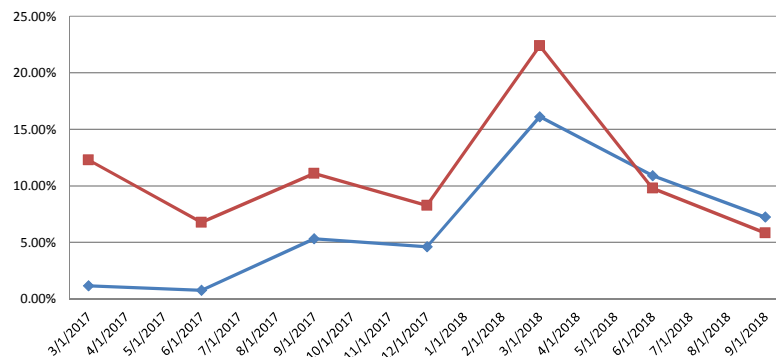
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	11.64%	26.71%	19.01%	16.43%	(1.95%)	8.83%	4.75%
Deposit Growth Rate	12.57%	21.85%	14.94%	13.57%	7.46%	9.93%	8.70%

Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



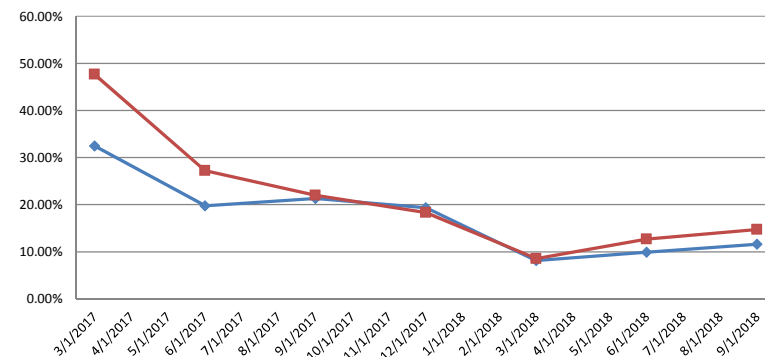
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	21.18%	17.45%	6.78%	10.09%	15.30%	16.27%	7.31%
Deposit Growth Rate	30.60%	20.91%	7.55%	11.01%	18.36%	16.93%	6.99%

Asset Group C - \$501 to \$1 billion in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	1.17%	0.76%	5.32%	4.61%	16.10%	10.90%	7.23%
Deposit Growth Rate	12.29%	6.77%	11.09%	8.26%	22.38%	9.78%	5.83%

Asset Group D - \$1 billion and over in Total Assets
Year-to-Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	32.47%	19.75%	21.34%	19.36%	8.13%	9.88%	11.61%
Deposit Growth Rate	47.65%	27.21%	22.01%	18.32%	8.57%	12.71%	14.72%

Source: SNL Financial

Note: Report includes only bank-level data.

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Balance Sheet & Net Interest Margin

September 30, 2018

Run Date: November 5, 2018

Region	Institution Name	As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Asset Group A - \$0 to \$250 million in total assets													
	West Valley National Bank	\$58,123	\$40,077	\$52,841	75.84%	30.28%	\$2,768	4.81%	0.72%	0.32%	4.50%	29.77%	32.43%
	Canyon Community Bank, National Association	\$93,819	\$36,219	\$81,432	44.48%	44.73%	\$3,909	2.57%	0.26%	0.19%	2.40%	(4.21%)	(2.33%)
	Republic Bank of Arizona	\$111,689	\$68,512	\$96,485	71.01%	42.44%	\$5,584	4.42%	0.98%	0.67%	3.85%	(12.19%)	(14.75%)
	Mission Bank	\$113,889	\$64,791	\$104,092	62.24%	39.87%	\$3,451	4.22%	0.16%	0.10%	4.15%	13.71%	15.08%
	Gateway Commercial Bank	\$118,592	\$65,825	\$94,240	69.85%	35.71%	\$7,906	4.12%	0.93%	0.69%	3.50%	(5.31%)	(2.67%)
	Goldwater Bank, N.A.	\$157,989	\$137,496	\$141,003	97.51%	6.03%	\$389	7.16%	1.43%	1.20%	5.97%	(24.01%)	(2.36%)
	Metro Phoenix Bank	\$187,677	\$153,633	\$153,843	99.86%	20.84%	\$5,520	6.51%	0.82%	0.67%	5.87%	9.69%	6.22%
	Commerce Bank of Arizona, Inc.	\$207,913	\$173,225	\$180,538	95.95%	16.63%	\$4,620	5.34%	0.64%	0.44%	4.94%	12.92%	14.99%
	Pinnacle Bank	\$222,453	\$175,527	\$195,449	89.81%	22.13%	\$3,224	5.43%	1.17%	0.95%	4.57%	22.42%	31.71%
	Regional Average	\$141,349	\$101,701	\$122,214	78.51%	28.74%	\$4,152	4.95%	0.79%	0.58%	4.42%	4.75%	8.70%
Asset Group B - \$251 to \$500 million in total assets													
	Horizon Community Bank	\$288,547	\$209,854	\$248,043	84.60%	22.36%	\$3,607	5.02%	0.87%	0.62%	4.42%	13.16%	11.79%
	1st Bank Yuma	\$316,013	\$232,772	\$278,587	83.55%	19.59%	\$4,451	4.99%	0.20%	0.11%	4.91%	1.46%	2.19%
	Regional Average	\$302,280	\$221,313	\$263,315	84.08%	20.98%	\$4,029	5.01%	0.54%	0.37%	4.67%	7.31%	6.99%
Asset Group C - \$501 million to \$1 billion in total assets													
	Mohave State Bank	\$642,902	\$385,489	\$561,075	68.71%	35.90%	\$5,313	4.11%	0.25%	0.19%	3.95%	4.79%	2.76%
	Arizona Bank & Trust	\$650,032	\$450,758	\$550,530	81.88%	27.44%	\$8,125	4.63%	0.53%	0.30%	4.40%	10.59%	7.16%
	BNC National Bank	\$989,688	\$505,353	\$870,545	58.05%	37.05%	\$3,975	3.64%	0.63%	0.51%	3.20%	6.30%	7.56%
	Regional Average	\$760,874	\$447,200	\$660,717	69.55%	33.46%	\$5,804	4.13%	0.47%	0.33%	3.85%	7.23%	5.83%
Asset Group D - \$1 billion and over in total assets													
	Western Alliance Bank	\$22,181,231	\$16,732,765	\$19,134,126	87.45%	17.44%	\$12,201	5.07%	0.88%	0.50%	4.69%	11.61%	14.72%
	Regional Average	\$22,181,231	\$16,732,765	\$19,134,126	87.45%	17.44%	\$12,201	5.07%	0.88%	0.50%	4.69%	11.61%	14.72%

Source: SNL Financial

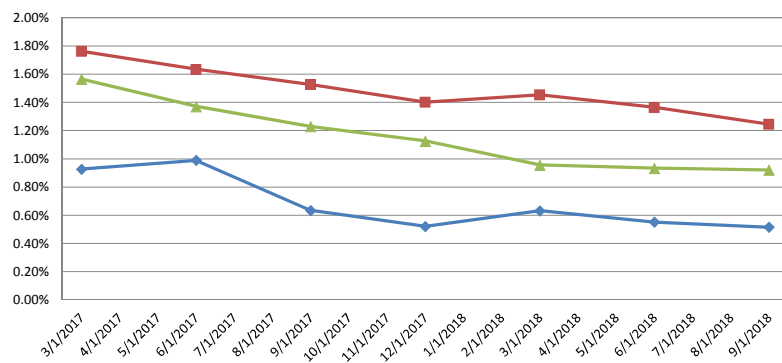
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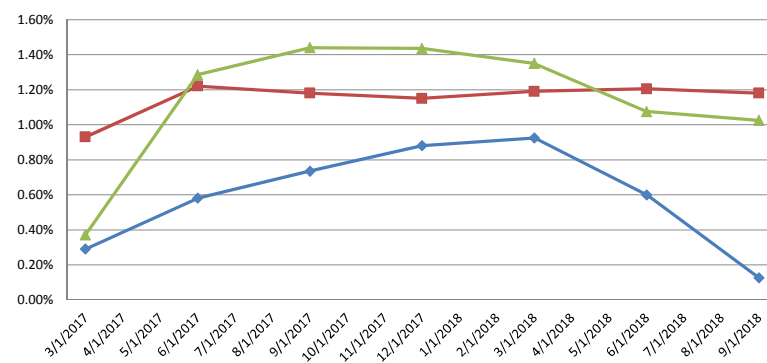
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Asset Quality

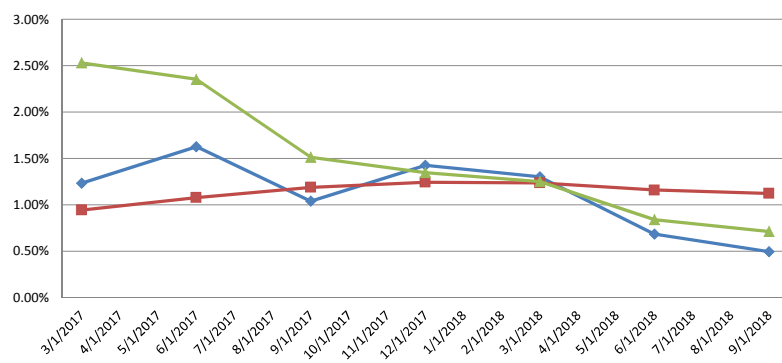
Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets

Asset Group A - \$0 to \$250 million in Total Assets
As of Date

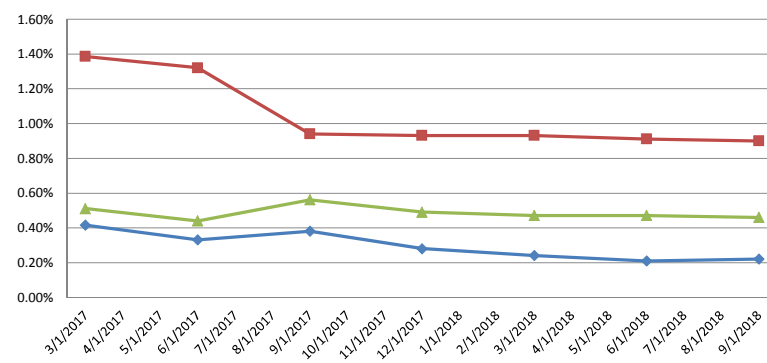
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.93%	0.99%	0.63%	0.52%	0.63%	0.55%	0.51%
Reserves/Loans	1.76%	1.63%	1.53%	1.40%	1.45%	1.36%	1.24%
NPAs/Total Assets	1.56%	1.37%	1.23%	1.13%	0.96%	0.93%	0.92%

Asset Group B - \$251 to \$500 million in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.29%	0.58%	0.74%	0.88%	0.93%	0.60%	0.13%
Reserves/Loans	0.93%	1.22%	1.18%	1.15%	1.19%	1.21%	1.18%
NPAs/Total Assets	0.37%	1.29%	1.44%	1.44%	1.35%	1.08%	1.03%

Asset Group C - \$501 to \$1 billion in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	1.23%	1.63%	1.04%	1.42%	1.30%	0.68%	0.49%
Reserves/Loans	0.94%	1.08%	1.19%	1.24%	1.23%	1.16%	1.12%
NPAs/Total Assets	2.53%	2.35%	1.51%	1.34%	1.25%	0.84%	0.71%

Asset Group D - \$1 billion and over in Total Assets
As of Date

	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.42%	0.33%	0.38%	0.28%	0.24%	0.21%	0.22%
Reserves/Loans	1.39%	1.32%	0.94%	0.93%	0.93%	0.91%	0.90%
NPAs/Total Assets	0.51%	0.44%	0.56%	0.49%	0.47%	0.47%	0.46%

Source: SNL Financial

Note: Report includes only bank-level data.

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Asset Quality
September 30, 2018
Run Date: November 5, 2018

Region	Institution Name	As of Date						
		Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
Asset Group A - \$0 to \$250 million in total assets								
	West Valley National Bank	\$58,123	\$0	0.00%	1.44%	NA	0.00%	0.00%
	Canyon Community Bank, National Association	\$93,819	\$161	0.44%	1.27%	286.34%	1.35%	0.17%
	Republic Bank of Arizona	\$111,689	\$0	0.00%	1.95%	233.45%	3.59%	0.51%
	Mission Bank	\$113,889	\$354	0.55%	1.01%	181.39%	7.32%	0.66%
	Gateway Commercial Bank	\$118,592	\$162	0.25%	0.99%	403.09%	0.97%	0.14%
	Goldwater Bank, N.A.	\$157,989	\$1,120	0.81%	0.26%	32.41%	9.90%	0.71%
	Metro Phoenix Bank	\$187,677	\$0	0.00%	1.04%	406.85%	1.25%	0.21%
	Commerce Bank of Arizona, Inc.	\$207,913	\$4,027	2.32%	1.64%	42.80%	34.85%	4.41%
	Pinnacle Bank	\$222,453	\$460	0.26%	1.60%	100.07%	11.61%	1.48%
	Regional Average	\$141,349	\$698	0.51%	1.24%	210.80%	7.87%	0.92%
Asset Group B - \$251 to \$500 million in total assets								
	Horizon Community Bank	\$288,547	\$485	0.23%	1.38%	160.27%	12.66%	1.28%
	1st Bank Yuma	\$316,013	\$49	0.02%	0.98%	443.13%	7.17%	0.77%
	Regional Average	\$302,280	\$267	0.13%	1.18%	301.70%	9.91%	1.03%
Asset Group C - \$501 million to \$1 billion in total assets								
	Mohave State Bank	\$642,902	\$657	0.17%	0.97%	63.82%	9.52%	0.95%
	Arizona Bank & Trust	\$650,032	\$4,375	0.97%	0.86%	85.00%	8.93%	0.83%
	BNC National Bank	\$989,688	\$1,724	0.34%	1.53%	220.49%	3.53%	0.35%
	Regional Average	\$760,874	\$2,252	0.49%	1.12%	123.10%	7.33%	0.71%
Asset Group D - \$1 billion and over in total assets								
	Western Alliance Bank	\$22,181,231	\$36,775	0.22%	0.90%	172.79%	4.34%	0.46%
	Regional Average	\$22,181,231	\$36,775	0.22%	0.90%	172.79%	4.34%	0.46%

Source: SNL Financial

Note: Report includes only bank-level data.

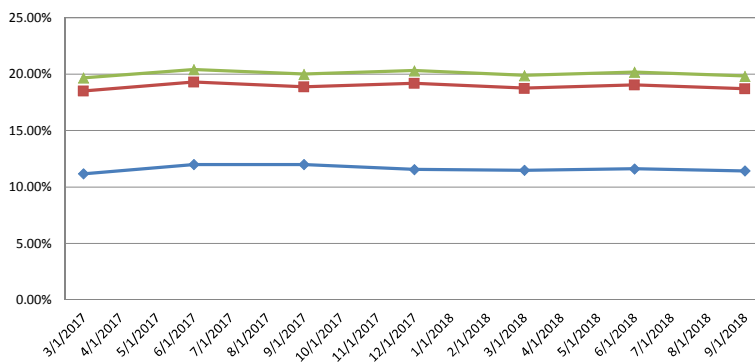
NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

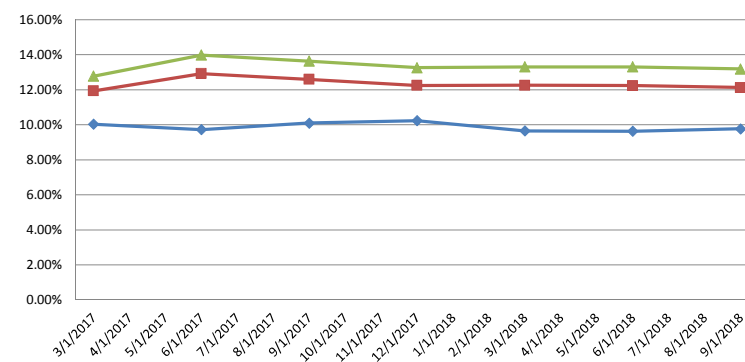
Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio & Risk Based Capital Ratio

Asset Group A - \$0 to \$250 million in Total Assets
As of Date



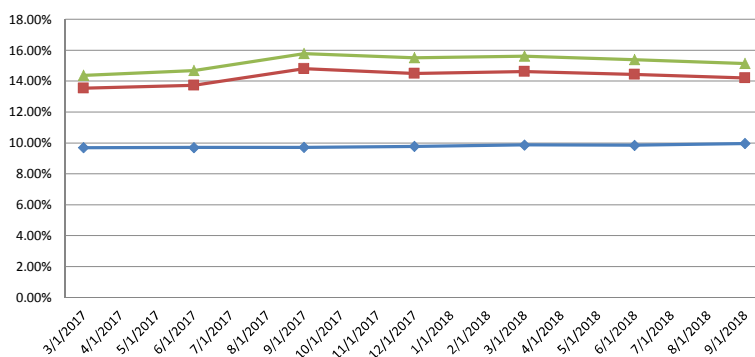
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	11.16%	11.99%	11.97%	11.55%	11.47%	11.60%	11.42%
Tier 1 Risk Based Ratio	18.51%	19.30%	18.88%	19.18%	18.74%	19.04%	18.70%
Risk Based Capital Ratio	19.68%	20.41%	19.99%	20.31%	19.88%	20.18%	19.82%

Asset Group B - \$251 to \$500 million in Total Assets
As of Date



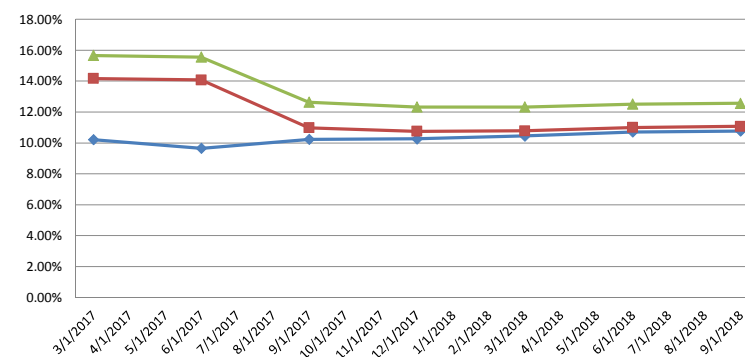
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.03%	9.72%	10.09%	10.24%	9.65%	9.64%	9.76%
Tier 1 Risk Based Ratio	11.94%	12.91%	12.59%	12.24%	12.25%	12.23%	12.12%
Risk Based Capital Ratio	12.77%	13.97%	13.63%	13.26%	13.30%	13.30%	13.18%

Asset Group C - \$501 to \$1 billion in Total Assets
As of Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	9.69%	9.70%	9.70%	9.76%	9.86%	9.84%	9.95%
Tier 1 Risk Based Ratio	13.53%	13.72%	14.80%	14.49%	14.60%	14.42%	14.20%
Risk Based Capital Ratio	14.36%	14.67%	15.78%	15.50%	15.61%	15.38%	15.13%

Asset Group D - \$1 billion and over in Total Assets
As of Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.20%	9.65%	10.22%	10.25%	10.44%	10.69%	10.76%
Tier 1 Risk Based Ratio	14.16%	14.06%	10.97%	10.74%	10.77%	10.98%	11.06%
Risk Based Capital Ratio	15.64%	15.54%	12.62%	12.32%	12.32%	12.50%	12.55%

Source: SNL Financial

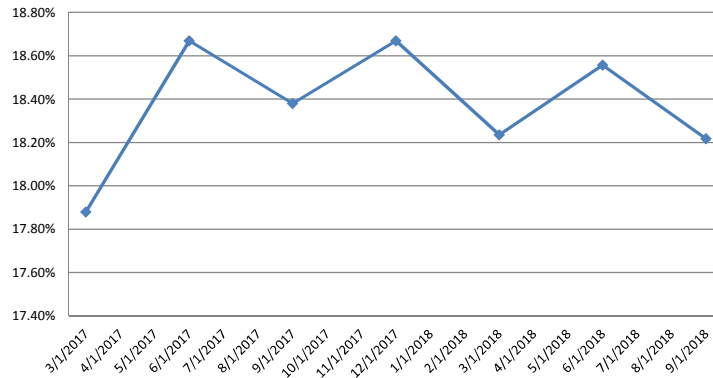
Note: Report includes only bank-level data.

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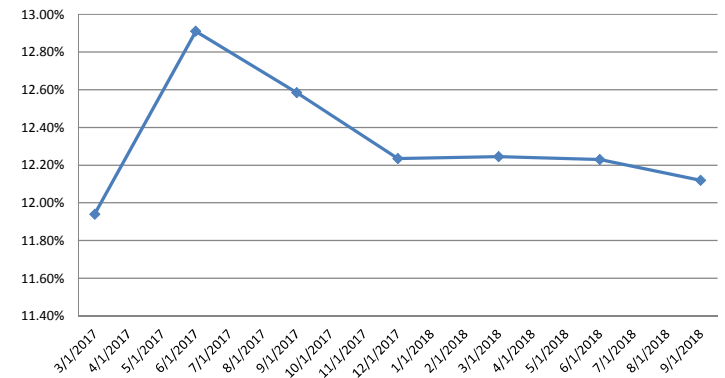
Summary Trends of Historical Asset Group Averages: Common Equity Tier 1 Risk Based Ratio

Asset Group A - \$0 to \$250 million in Total Assets
As of Date



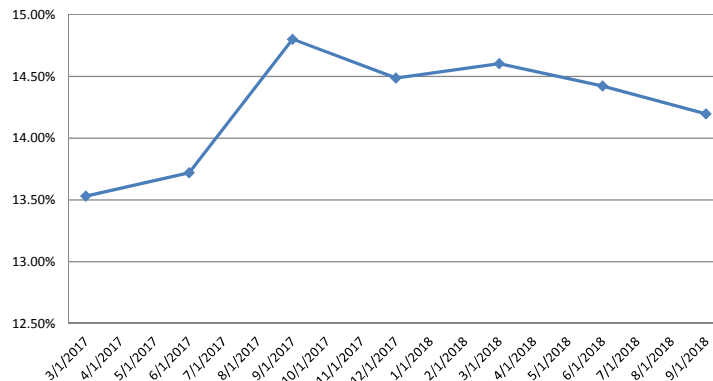
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Common Equity Tier 1 RB Ratio	17.88%	18.67%	18.38%	18.67%	18.23%	18.56%	18.22%

Asset Group B - \$251 to \$500 million in Total Assets
As of Date



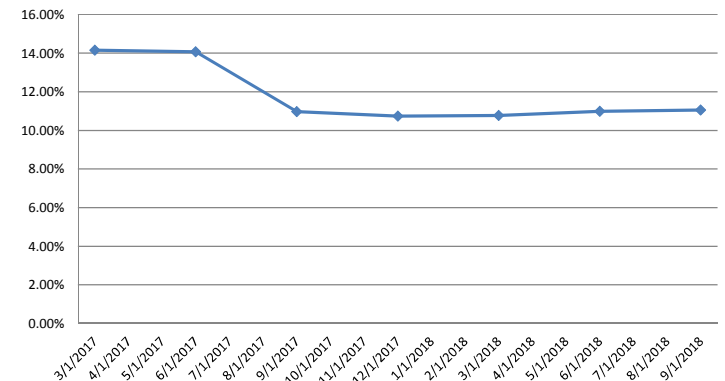
	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Common Equity Tier 1 RB Ratio	11.94%	12.91%	12.59%	12.24%	12.25%	12.23%	12.12%

Asset Group C - \$501 to \$1 billion in Total Assets
As of Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Common Equity Tier 1 RB Ratio	13.53%	13.72%	14.80%	14.49%	14.60%	14.42%	14.20%

Asset Group D - \$1 billion and over in Total Assets
As of Date



	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Common Equity Tier 1 RB Ratio	14.16%	14.06%	10.97%	10.74%	10.77%	10.98%	11.06%

Source: SNL Financial

Note: Report includes only bank-level data.

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Capital Adequacy

September 30, 2018

Run Date: November 5, 2018

Region	Institution Name	As of Date							
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
Asset Group A - \$0 to \$250 million in total assets									
	West Valley National Bank	\$58,123	\$5,115	\$5,045	\$5,045	8.72%	12.70%	13.95%	12.70%
	Canyon Community Bank, National Association	\$93,819	\$11,442	\$12,007	\$12,007	12.69%	36.37%	37.62%	36.37%
	Republic Bank of Arizona	\$111,689	\$14,609	\$15,143	\$15,143	13.10%	22.81%	24.07%	22.81%
	Mission Bank	\$113,889	\$9,548	\$10,106	\$10,106	8.78%	13.07%	13.94%	13.07%
	Gateway Commercial Bank	\$118,592	\$16,015	\$17,005	\$17,005	13.76%	20.11%	20.90%	20.11%
	Goldwater Bank, N.A.	\$157,989	\$10,949	\$10,598	\$7,352	6.87%	14.05%	15.17%	9.74%
	Metro Phoenix Bank	\$187,677	\$30,017	\$30,013	\$30,013	15.74%	20.24%	21.33%	20.24%
	Commerce Bank of Arizona, Inc.	\$207,913	\$23,500	\$23,642	\$23,642	11.37%	13.35%	14.60%	13.35%
	Pinnacle Bank	\$222,453	\$25,711	\$25,526	\$25,526	11.73%	15.57%	16.83%	15.57%
	Regional Average	\$141,349	\$16,323	\$16,565	\$16,204	11.42%	18.70%	19.82%	18.22%
Asset Group B - \$251 to \$500 million in total assets									
	Horizon Community Bank	\$288,547	\$26,276	\$26,963	\$26,963	9.35%	11.99%	13.24%	11.99%
	1st Bank Yuma	\$316,013	\$34,726	\$32,635	\$32,635	10.17%	12.25%	13.12%	12.25%
	Regional Average	\$302,280	\$30,501	\$29,799	\$29,799	9.76%	12.12%	13.18%	12.12%
Asset Group C - \$501 million to \$1 billion in total assets									
	Mohave State Bank	\$642,902	\$67,942	\$65,132	\$65,132	10.23%	13.49%	14.26%	13.49%
	Arizona Bank & Trust	\$650,032	\$64,844	\$61,043	\$61,043	9.47%	12.07%	12.85%	12.07%
	BNC National Bank	\$989,688	\$91,426	\$99,878	\$99,878	10.14%	17.03%	18.28%	17.03%
	Regional Average	\$760,874	\$74,737	\$75,351	\$75,351	9.95%	14.20%	15.13%	14.20%
Asset Group D - \$1 billion and over in total assets									
	Western Alliance Bank	\$22,181,231	\$2,512,949	\$2,293,018	\$2,293,018	10.76%	11.06%	12.55%	11.06%
	Regional Average	\$22,181,231	\$2,512,949	\$2,293,018	\$2,293,018	10.76%	11.06%	12.55%	11.06%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Definitions



Total assets	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.
Net income	Net income after taxes, minority interest, and extraordinary and other after-tax items. Noncontrolling interest may be included, per relevant accounting standards. FASB Accounting Standards Codification® (ASC) Section 810-10-65, which includes noncontrolling interests for fiscal years starting after December 15, 2008, for example.
Return on average assets (%)	Return on average assets; net income as a percent of average assets.
Return on average equity (%)	Return on average equity; net income as a percent of average equity.
Efficiency ratio (FTE) (%)	Noninterest expense before foreclosed property expense, amortization of intangibles, and goodwill impairments as a percent of net interest income (fully taxable equivalent, if available) and noninterest revenues, excluding only gains from securities transactions and nonrecurring items.
Salary expense ÷ employees	Salary and benefits expense divided by number of full-time equivalent employees at end of period.
Total loans and leases	The total of loans and lease financing receivables, net of unearned income. Includes loans secured by real estate; loans to depository institutions; loans to finance agricultural production and other loans to farmers; commercial and industrial loans; acceptances of other banks (both US and foreign); loans to individuals for household, family, and other personal expenditures; loans to foreign governments and official institutions; obligations of states and political subdivisions in the United States; other loans (for purchasing or carrying securities, for example, and not including consumer loans); lease financing receivables (net of unearned income); and less any unearned income on loans reflected in items above.
Total deposits	Amounts in customers' banking deposits; any accounts subject to federal banking deposit insurance, including any portions in jumbo deposits that aren't insured but subject to the FDIC deposit regulations.
Liquidity ratio (%)	Liquid assets (cash and balance due to deposit institution plus securities plus federal funding and repurchasing plus trading accounts minus pledged securities divided by total liabilities.
Total assets ÷ employees	Total assets divided by number of full-time equivalent employees at end of period.
Loans ÷ deposits (%)	Loans held for investment, before reserves, as a percent of total insured deposits.
Yield on earning assets (%)	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.
Cost of interest-bearing liability (%)	Interest incurred on liabilities as a percent of average interest-bearing liabilities. Total interest expense divided by average interest-bearing liabilities.

Cost of funds (%)	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
Net interest margin (FTE) (%)	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
Asset growth rate (%)	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
Deposit growth rate (%)	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
Total loans and leases nonaccrual	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
Nonaccrual loans ÷ total loans (%)	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
Reserves ÷ loans (%)	Reserves for loan losses as a percent of loans before reserves.
Reserves ÷ nonperforming loans (%)	Loan loss reserves as a percent of nonperforming loans.
Nonperforming assets / total assets (%)	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)	Nonperforming assets plus loans 90 days or more past due divided by tangible common equity and reserves. This is also known as the common version of the Texas ratio.
Total equity capital	Equity as defined under the indicated accounting principles. Includes par value, paid in capital, retained earnings, and other adjustments to equity. Minority interest may be included, per relevant accounting standards. ASC Section 810-10-65, which includes minority interest for fiscal years starting after December 15, 2008, for example.
Tier 1 capital	For Office of Thrift Supervision (OTS)-regulated institutions, it represents the amount of core capital as defined under the latest OTS guidelines at period-end. For FDIC-regulated institutions it represents the amount of Tier 1 capital as defined by the latest regulatory agency guidelines.
Leverage ratio (%)	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
Tier 1 risk-based ratio (%)	Tier 1 capital as a percent of total risk-adjusted assets.
Risk-Based Capital Ratio (%)	The regulatory risk-based capital ratio as defined under the latest OTS or FDIC guidelines at period-end. This ratio is usually equal to total risk-based capital divided by total risk-adjusted assets.
Common Equity Tier Risk Based Ratio (%)	Tier 1 common capital as a percent of risk-weighted assets.